

Message Text

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ORIGIN ARA-20

INFO OCT-01 ISO-00 L-03 EB-11 OPIC-12 TRSE-00 COME-00

CIAE-00 INR-11 NSAE-00 RSC-01 INRE-00 /059 R

DRAFTED BY LA/EP:WCLARKE:BT

APPROVED BY ARA/LA/EP:SPRINGLE

L/ARA:DGANTZ (SUBS)

EB/ORF/FSE:MCREEKMORE (INFO)

EB/IFO/OIA:RSMITH (SUBS)

OPIC:MKING (SUBS)

TREASURY:WMCFADDEN (SUBS)

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O 272132Z SEP 74

FM SECSTATE WASHDC

TO AMEMBASSY QUITO IMMEDIATE

INFO AMCONSUL GUAYAQUIL IMMEDIATE

C O N F I D E N T I A L STATE 213901

E.O.11652 : GDS

TAGS: PGOV, EINV, ENGR, EC

SUBJECT: ADA PROBLEMS

1. DESK REVIEWED SUBSTANCE OF REFTELS WITH ADA PRESIDENT LASSITER AFTERNOON 27 SEPTEMBER AND FOUND HIM ALMOST ENTIRELY IN ACCORD WITH EMBASSY SUGGESTIONS FOR TEXTUAL CHANGES IN THEIR DRAFT LETTER TO GOE AND IN TIMING OF PRESENTATION. HE AGREES THAT COMPANY QUALIFICATIONS AND 45-DAY PERIOD ANNOUNCED THIS MORNING PROVIDES BREATHING SPELL TO DETERMINE GOE INTENTIONS IN REGARD TO ADA COMPENSATION. LASSITER CLAIMS TO HAVE ALREADY DECIDED TO WAIT FOR A WEEK OR TEN DAYS BEFORE PRESENTING LETTER. HE CONCURS WITH EMBASSY SUGGESTION TO WAIT FOR AT LEAST TWO WEEKS BEFORE DELIVERING AMENDED LETTER. LASSITER ALSO PLANS TO HOLD OFF FOR A SHORT PERIOD BEFORE DIRECTLY CONTACTING QUALIFYING COMPANIES IN HOPE TO DISSUADE THEM FROM PRESENTING BIDS.

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2. LASSITER ALSO AGREED TO REVISE PRACTICE OF REFERRING

TO AMBASSADOR OR EMBASSY IN HIS CLASSIFIED CABLES AND WILL
DEVISE SUITABLE EUPHEMISMS.

3. LASSITER NOTED THAT ADA REPS IN GUAYAQUIL HAVE BEEN
APPROACHED BY LEOPOLDO MUNOZ, QUITO LAWYER ACTING FOR
SHELL OIL, AND JOSE MENDEZ, SHELL REGIONAL EXPLORATION
MANAGER BASED IN CARACAS, WHO HAVE ASKED FOR MEETING

WITH ADA TO DISCUSS POSSIBLE DEAL FOR PURCHASE OF TECHNICAL
AND OTHER INFORMATION RELATING TO OPERATIONS IN
THE GULF. ADA REPS ON THE SCENE HAVE BEEN INSTRUCTED TO
MAKE NO RESPONSE TO WHAT LASSITER IS CERTAIN IS THE FIRST
OF A NUMBER OF FEELERS FROM COMPANIES WHICH WISH TO
BID ON GULF PROPERTIES BUT WHICH ARE WORRIED ABOUT CLOUD
ON TITLE.

4. LASSITER FOUND REPORT OF VALDEZ INTERVIEW VERY ,
ENCOURAGING. HE IS EXTREMELY APPRECIATIVE OF EMBASSY'S
ASSISTANCE, REPEATING REMARKS MADE EARLIER THAT HE HAS
FOUND THE EMBASSY'S HELP IN THIS MATTER TO BE THE MOST
FORTHCOMING AND HELPFUL THAT HE HAS EXPERIENCED IN YEARS
OF DEALING WITH THE USG. KISSINGER

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